



Wind Power Supply Chain Overview
Opportunities & Challenges

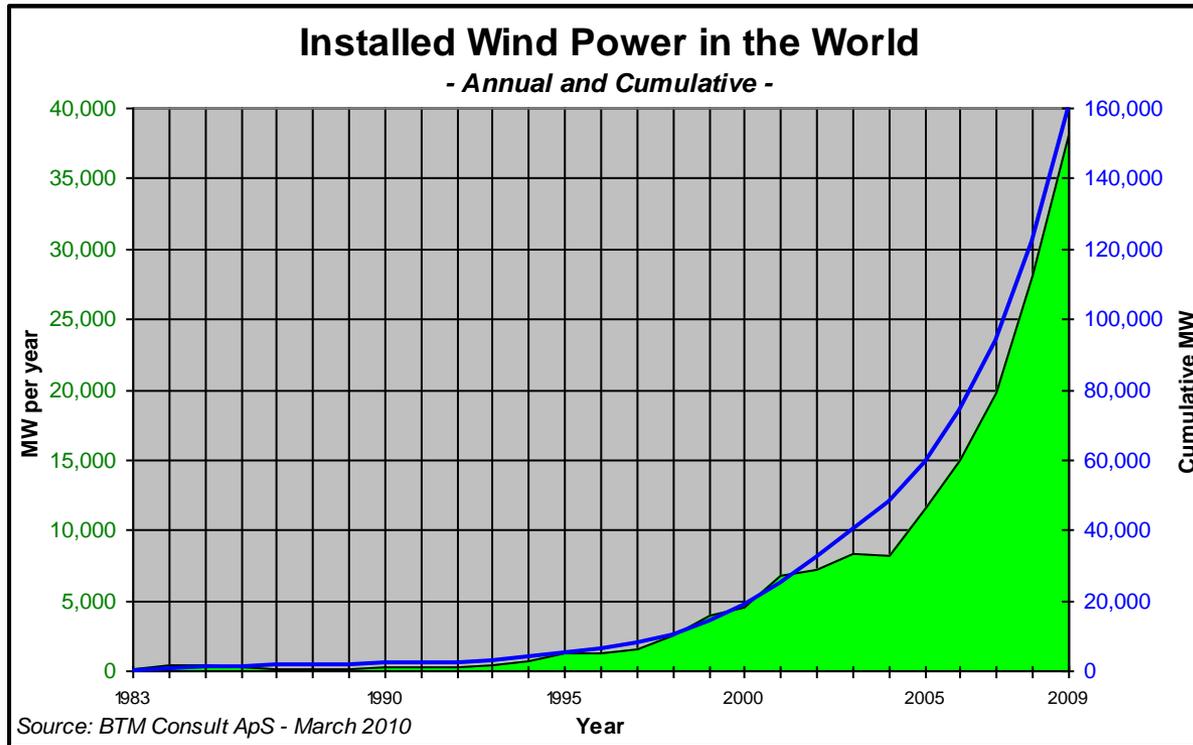
Presented By:
Matthew E. Conrad

Wind Power Supply Chain Overview

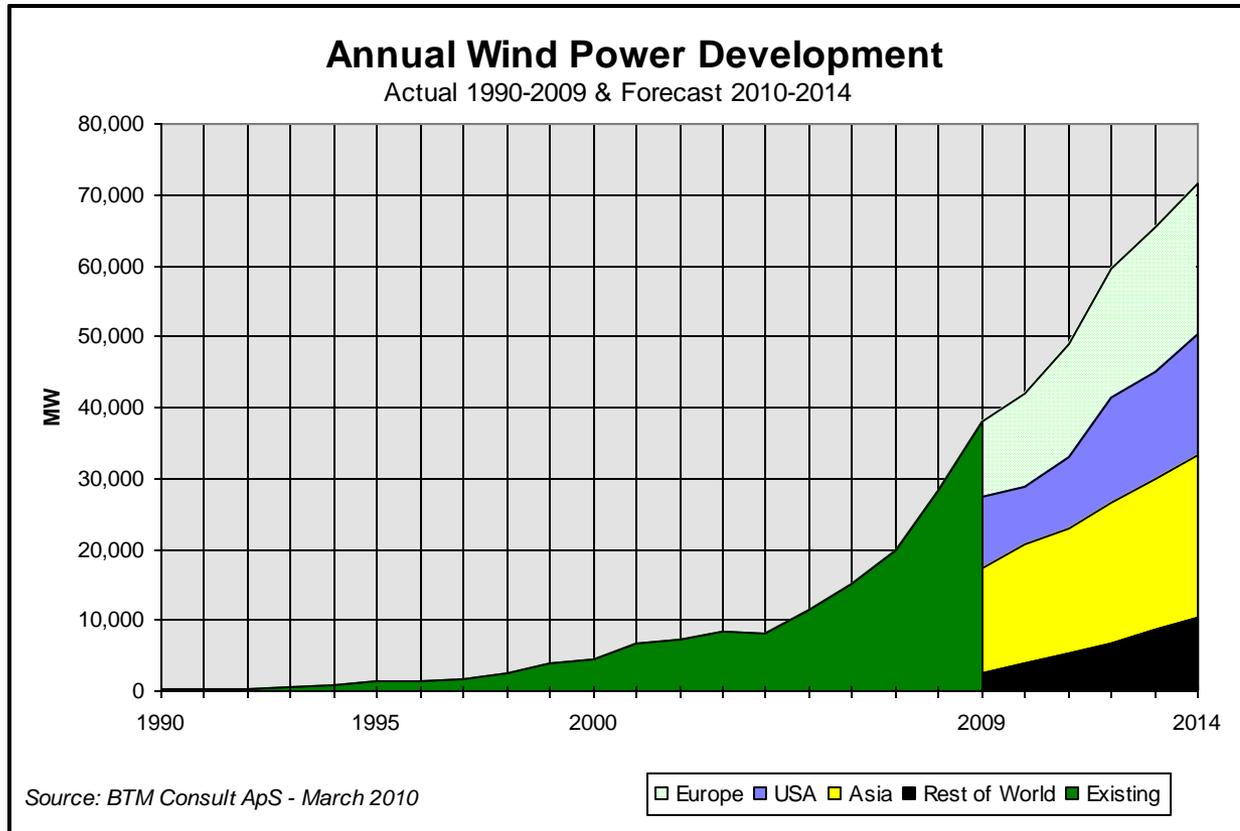
- Opportunities
 - Large potential for wind energy
 - Indiana's strategic location
- Challenges
 - Purchase Orders
 - Financing



Opportunity: Large Potential (Historic Growth Record)



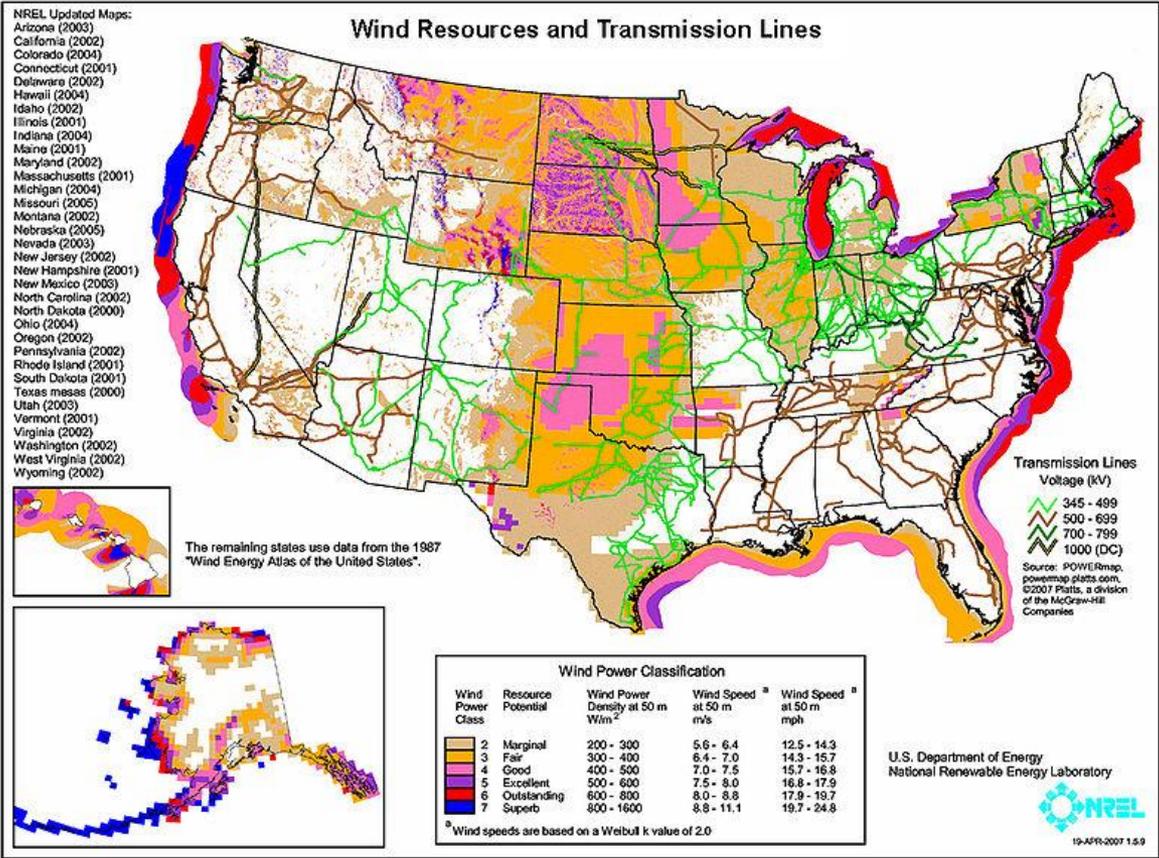
Opportunity: Large Potential (Future Projections)



Opportunity: Strategic Location (Distribution Logistics)

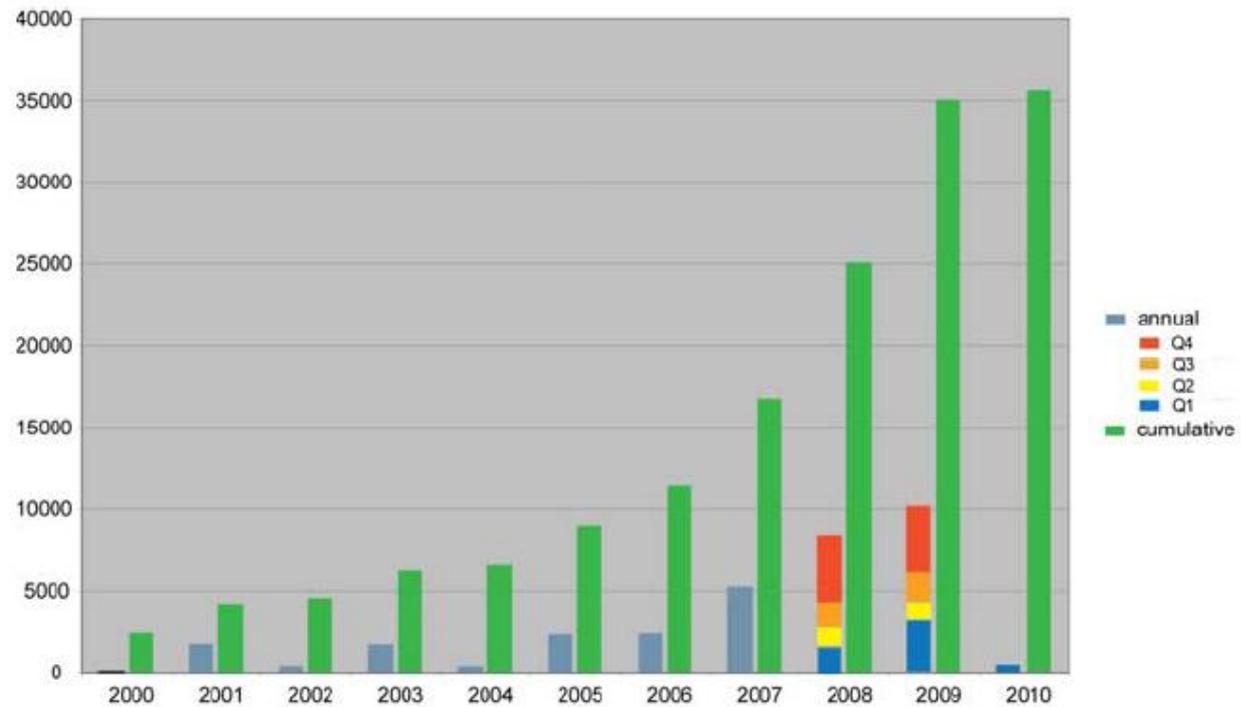


Opportunity: Strategic Location (US Wind Resources)



Challenges: Purchase Orders

United States MWs installed
2000-2010



Challenges: Financing

- Typical Sources
 - Equity
 - Mezzanine Debt
 - Conventional “Bank” Debt
 - Incentives
- Orders are a prerequisite



Strategies to Proceed

- #1 Focus on orders above all else ... orders drive the ability to get financing
- #2 Seek out joint venture opportunities with someone who complements your strengths and weaknesses
- #3 Lock in incentive dollars now ... incentive dollars are still more available now than any recent period